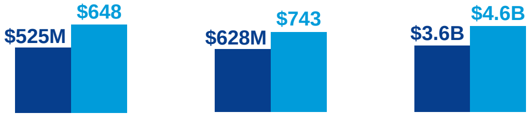
Zscaler Investor Data Sheet

As of January 31, 2025

zscaler

Fiscal Q2'25 Financial Information



Revenue ↑ 23%

Billings ↑ 18%

RPO ↑ 28%

22%	22%	115%	$2.9B
Non-GAAP Operating Margin[5]	Free Cash Flow Margin	Dollar-based Net Retention Rate	Cash and Short-term Investments

"Growing adoption of Zero Trust and AI is driving strong demand for our platform, resulting in yet another strong quarter that exceeded our guidance on both top and bottom line. We are leading the industry towards Zero Trust Everywhere by transforming security from legacy appliance-based to a Zero Trust architecture."

Jay Chaudhry

Chairman and CEO of Zscaler

Growth in Large Enterprise Customers

620 Customers $1M+ ARR ↑ 25% Growth

>8,650 Total Customers[2] ↑ 13% Growth

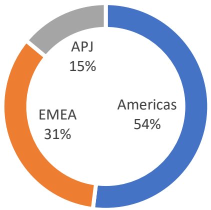
3,291 Customers $100K+ ARR ↑ 17% Growth

>35% Of the GLOBAL 2000

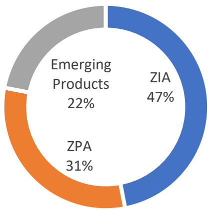
~45% Of the FORTUNE 500

FY'24 Other Key Metrics

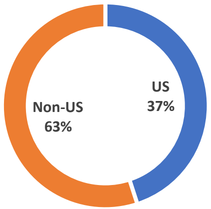
Global Presence
% of Revenue



Platform Adoption
% of Net New ACV



Employees[1]
% in US vs Non-US



$96B+ Market Opportunity

335M Users[3]

+

150M Workloads[3]

+

1.5B IoT/OT devices[6]

Driving customer value at an unparalleled scale

47M+ Licensed users[2]

>160 Data centers globally

500B+ Transactions per day >20x Google[4]

>70 NPS vs. 30 SaaS Company Avg.

Market Leader Gartner Security Service Edge (SSE) Magic Quadrant

9B+ Security incidents & policy violations prevented per day

1) Total employees of 7,348 as of the end of FY'24.
2) As of FY'24 ended July 31, 2024.
3) Based on Zscaler's analysis of worldwide organizations with >2,000 employees per company and employee data from ZoomInfo. Workload is based on Zscaler's analysis of workload market forecast for 2020 from 650 Group.
4) Google's daily search requests are based on estimates from ardorseo.com and internetlivestats.com.
5) Non-GAAP operating margin is defined as GAAP operating margin, excluding stock-based compensation expense and related payroll taxes and amortization expense of acquired intangible assets.
6) Based on Zscaler's analysis of IoT market forecast from Gartner.